



Fairfax County  
**Small Business Forum**  
Educate, Empower and Enable Growth

FAIRFAX, VA | OCTOBER 11, 2018



---

8:00 - 9:00 AM	Registration and Networking Breakfast
9:00 - 9:50 AM	Welcome Remarks and Keynote Address by <b>Bryan O'Byrne, Chief of International Affairs, Trade, and Regulatory Policy, Small Business Administration</b>
10:00 - 2:30PM	Reverse Vendor Tradeshow

---

**BUSINESS MENTORING WITH SCORE** | Conference Room 8

10:00 - 2:30PM    **\*By Appointment - contact [jason.im@fairfaxcounty.gov](mailto:jason.im@fairfaxcounty.gov) to schedule a first-come, first-served appointment**

SCORE is the nation's largest network of volunteer, expert business mentors, with more than 10,000 volunteers in 300 chapters. As a resource partner of the U.S. Small Business Administration (SBA), SCORE has helped more than 10 million entrepreneurs through mentoring, workshops and educational resources since 1964. Mentors will be available for individual sessions of 15 minutes.

*Please contact [jason.im@fairfaxcounty.gov](mailto:jason.im@fairfaxcounty.gov) to reserve an appointment time. If capacity is met, please visit the main registration table to be placed on a stand-by list*

---

10:00 - 10:50 AM    Breakouts | [Choose one of these sessions:](#)

**The Story of Michael & Son**

The "Son" of Michael & Son shares his story of personal and business growth from small to huge while helping his community.

SPEAKER:  
**Basim Mansour**, Michael and Son

ROOM:  
Board Auditorium

**Securing Contracts**

The Minority Business Development Agency's goals to help small businesses secure contracts and how to maneuver the system

SPEAKER:  
**Gail Bassette**, Minority Business Development Agency - Federal Procurement Center

ROOM:  
Conference Room 9/10

**Credibility and Trust**

Build your credibility in the marketplace and trust with employees as you grow

SPEAKER:  
**Cheryl Gray-Hines, C. Gray & Assoc.**

ROOM:  
Conference Room 4/5

**Demystifying HR for Small Businesses**

In this session you will gain an understanding of HR laws. We'll demystify common issues and provide effective hiring and termination practices.

SPEAKER:  
**Laurie McIntosh**, Field Services Director East, SHRM

ROOM:  
Conference Room 232

---

11:00 - 11:50 AM    Breakouts | [Choose one of these sessions:](#)

**Cybersecurity**

Learn what it takes to keep your small business safe on the internet. Receive tips on protecting your precious data. Small business partners looking for contract opportunities welcome.

SPEAKER:  
**Vic Jayaswal**, Senior Manager, Security Consulting Service, Mandiant/FireEye

ROOM:  
Board Auditorium

**Defense and Small Business**

Receive tips and advice on working with the Air Force

SPEAKER:  
**Mike McWilliams**, Small Business Program Manager, United States Air Force

ROOM:  
Conference Room 9/10

**Emergency Preparedness Simulation**

Participate in the "Extreme Event" simulation and learn how to respond and solve problems if a disaster takes place.

SPEAKER:  
**Matt Marquis**, Community Outreach Liaison, Office of Emergency Management

ROOM:  
Conference Room 4/5



Fairfax County  
**Small Business Forum**  
Educate, Empower and Enable Growth  
FAIRFAX, VA | OCTOBER 11, 2018



1:00 - 1:50 PM Breakouts | [Choose one of these sessions:](#)

### **Selling to Fairfax County**

The workshop provides information on the public bidding process, upcoming contracting opportunities and general tips on how to do business with Fairfax County

SPEAKER:  
**Lonnette Robinson,**  
Department of Procurement and  
Material Management

ROOM:  
Board Auditorium

### **TEDx Tysons Corner**

Educating and selling through  
your story

SPEAKER:  
**Ashwood Heffern,** *TEDx Tysons  
Corner*

ROOM:  
Conference Room 9/10

### **Emergency Preparedness Simulation**

Participate in the “Extreme  
Event” simulation and learn how  
to respond and solve problems  
if a disaster takes place.

SPEAKER:  
**Matt Marquis,** Community  
Outreach Liaison, Office of  
Emergency Management

ROOM:  
Conference Room 4/5

*Final Agenda subject to change*